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BUTLER AVIATION froze its fuel prices as of 0800 on Jan. 16 until further notice and a number of major oil companies took similar action. Butler officials said the price freeze is an attempt to avoid large swings in fuel prices as commodity traders rapidly bid up or down the price of crude oil, depending on the latest bit of information (or misinformation) emanating from the war in the Middle East. One Butler official observed that "the...speculators will drive the world crazy" by causing rapid oscillations in crude oil prices from hour to hour, despite the fact that crude oil stocks are near an all-time high.

RICK SONTAG, chairman of the General Aviation Manufacturers Association, said that "nearly all" of the 695 piston-powered aircraft U.S. GA manufacturers delivered last year–which are designed to burn leaded aviation gasoline–could not have been built if recently enacted provisions of the Clean Air Act had been in effect. Sontag said the legislation will prohibit manufacture of aircraft engines that require leaded fuel after 1992 *(see related article below)*.

GULFSTREAM AEROSPACE officials said last week they are "getting all kinds of calls" from potential customers as a result of a series of advertisements the company has been running this month on Cable News Network. Gulfstream ran an ad schedule with CNN for two months last year and signed up again this month based on the initial response. Although not attributable to the recent ads, officials say they have booked five new orders for Gulfstream IVs since the beginning of the year–all from customers in the Middle East–and are giving some thought to possibly revising upward their previously announced 1991 production cut. Gulfstream had planned to cut G-IV production from 30 units last year to 24 in 1991 *(BA, Nov. 5/176)*.

PHIL BOYER, who took over as president of the Aircraft Owners and Pilots Association this month, said he plans to use a softer approach than his predecessor in dealing with government and political leaders. Boyer said he could not tell how his approach will affect AOPA membership, which is used to the tough-talking style of John Baker, but he emphasized, "I'm not going to change into a John Baker." During a luncheon address in Washington Thursday, Boyer said one AOPA member had suggested the use of "honey" instead of "pesticides" in dealing with government officials. The former ABC television executive noted that until he met recently with DOT Secretary Samuel Skinner, an AOPA president had not visited the Transportation Secretary's office for nearly two years.

GAMA SAYS CLEAN AIR ACT REQUIREMENTS MAY ELIMINATE LEADED AVGAS

The General Aviation Manufacturers Association warned last week that provisions of the Clean Air Act will prohibit the manufacture of aircraft engines that require leaded fuel after 1992 and said by the mid-1990s "100 octane avgas, both the low lead and the regular variety, may cease to exist."

Rick Sontag, president of Unison Industries and GAMA chairman, told reporters last week that the legislation, enacted last year, "mandates the total elimination of lead in motor fuel by the end of 1995." Sontag said general aviation uses only a tiny fraction of all gasoline produced–less than two tablespoons of fuel out of every gallon used for transportation in the U.S.–and warned that "since we are such a small market for petroleum refiners, we may be squeezed out. As almost happened during the oil embargo of the early 1980s, petroleum refiners may decide to produce but a single grade of no-lead avgas in the 94-95 octane range."

(Continued on the following page)

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PIPER SAYS AEROSPATIALE WILL MAKE DECISION ON BUYOUT BY END OF MONTH – A Piper Aircraft spokesman said Friday that officials of Aerospatiale plan to make a decision by the end of the month regarding a final offer for the acquisition of the Vero Beach, Fla. company. Piper and officials of the French aerospace manufacturer previously signed a letter of intent under which Aerospatiale had until Jan. 15 to conduct a due diligence review regarding the acquisition. The Piper spokesman said Aerospatiale contacted Piper officials last week, saying that they wanted to take until the end of the month to consider a final offer. The French firm is said to have cited concerns about the situation in the Middle East as the reason for wanting more time. The spokesman said that although Piper now is technically free to consider offers from any other potential buyers, Aerospatiale officials had contacted Piper again late last week, expressing their intention to provide a final answer by the end of January.

GAMA BILLINGS HIT NINE-YEAR HIGH, DESPITE NEAR-RECORD LOW IN SHIPMENTS – Members of the General Aviation Manufacturers Association reported billings of just over $2 billion in 1990 – the highest level since 1981 – but the number of new aircraft delivered fell more than 25 percent to 1,144, close to the all-time industry low of 1,085 aircraft delivered in 1987. GAMA's figures also show the vast majority of the industry's revenues – more than $1.9 billion – continue to be generated by sales of turbine-powered aircraft.

GAMA President James Gormley described the 1990 results as a mixture "of encouraging as well as disappointing news." Although pleased that billings had cracked the $2 billion mark for the first time since 1981, Gormley said single-engine shipments plunged more than 40 percent to 608 aircraft, compared to 1,023 last year. Nearly all of that decline was due to sharply lower production at financially troubled Piper Aircraft, which delivered only 178 new aircraft in 1990, compared to 621 a year earlier. Shipments of multi-engine piston aircraft remained unchanged at 87 units, while turboprop shipments rose 4.9 percent to 281 units and turbojet deliveries increased seven percent to 168 aircraft (see *BA's* breakdown of worldwide deliveries by manufacturer and model *on Pages 25-26*. A series of charts developed by GAMA appear *on Pages 30-32*).

Gormley said the industry's inability to win passage of product liability reform legislation is a major reason for the continuing decline in shipments of small aircraft. He also noted a slowdown in some markets in recent months as buyers were confronted with questions about the impact of the new 10 percent luxury tax on aircraft priced at over $250,000. He said prices of used aircraft "began to stagnate in the third quarter," adding that traditionally a decline in used aircraft prices has been reflected later in slower sales of new aircraft. Factors he cited as affecting the market last year included buyer concerns about rising fuel prices, the situation in the Middle East and the recession in the U.S.

Gormley said export sales of GA aircraft "accounted for a record 38.6 percent of total shipments and a near record of 42 percent of total billings." He said western Europe and South America continue to be the industry's best markets, but said improvements were seen in sales in Central America and Africa. Number of aircraft exported last year fell 22 percent, from 566 in 1989 to 442, reflecting the overall decline in production. The value of those exports soared, however, to $844 million, a 44 percent increase over 1989.

GENERAL AVIATION, AIR TAXI ACCIDENTS DECLINED IN 1990 – Number of accidents involving general aviation and air taxi operations declined last year and the accident rate for GA aircraft reached a new low, according to figures released last week by the National Transportation Safety Board. The board said there were 2,138 accidents involving GA aircraft in 1990, down slightly from the 2,201 recorded during 1989. Number of fatal accidents increased by one, to 424, but the number of fatalities fell to 736, 21 fewer than in 1989 and sharply lower than the first half of the 1980s when GA accidents were claiming over 1,000 lives per year. GA accident rate last year was 7.01 accidents per 100,000 aircraft hours, down from the 1989 rate of 7.24, and the fatal accident rate increased fractionally to 1.39 accidents per 100,000 aircraft hours, compared to 1.38 in 1989.

NTSB said there were 104 accidents involving nonscheduled, on-demand air taxis last year, of which 26 were fatal. In 1989 the air taxi segment was involved in 113 total accidents, of which 26 involved fatalities, but the number of air taxi fatalities fell sharply last year, from 88 in 1989 to just 40 in 1990.

Scheduled commuter airlines turned in that segment's best safety statistics ever. Scheduled commuters were involved in 14 accidents last year, compared to 17 in 1989 and the two fatal accidents that claimed four lives matched similar totals in 1986 and represented a sharp improvement from the five fatal accidents that resulted in 31 deaths in 1989. Accident rate per million aircraft miles fell to 0.036 and the fatal accident rate was 0.005. Rates per 100,000 aircraft hours flown were 0.628 and 0.090, respectively.

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY – FOURTH QUARTER UNIT SHIPMENTS

		4th Quarter 90	Cal. Year
AEROSPATIALE GENERAL AVIATION			
• Single-Engine			
TB-9	Tampico	21	64
TB-10	Tobago	12	48
TB-20	Trinidad	15	76
TB-21	Trinidad TC	4	14
TBM-700		2	2
Total		54	204
AMERICAN GENERAL AIRCRAFT CORP.			
• Single-Engine			
AG-5/B	Tiger	6	10
Total		6	10
BEECH AIRCRAFT CORP.			
• Single-Engine			
BE-F33A	Bonanza	30	126
BE-A36	Bonanza	22	70
BE-36TC	Bonanza	3	11
• Multi-Engine			
BE-58	Baron	9	33
BE-58P	Baron	0	0
BE-76	Duchess	0	0
BE-C90-1	King Air	9	35
BE-200	Super King Air	8	39
BE-200C	Super King Air	0	2
BE-200T	Super King Air	0	0
BE-300	Super King Air	3	10
BE-350	King Air	14	34
BE-350C		0	1
BE-1300		2	4
BE-1900C	Commuter	11	46
BE-1900E		2	2
Starship 2000		2	11
Beechjet 400		7	8
Total		122	432
(Quarterly Billings $185,621,000)			
BRITISH AEROSPACE			
• Multi-Engine			
BAe	Jetstream 31	16	59
BAe 146-100		1	2
BAe 146-200		2	6
BAe 146-300		4	17
HS-125-800A		2	15
HS-125-800B		4	9
Total		29	108
PILATUS BRITTEN-NORMAN			
• Multi-Engine			
BN-2B	Islander	2	10
BN-2T	Islander	6	9
Total		8	19
CANADAIR			
• Multi-Engine			
CL-601-3A		5	28
Total		5	28
CESSNA AIRCRAFT CO.			
• Single-Engine			
CE-208	Caravan I	20	66
• Multi-Engine			
CE-406	Caravan II	2	4
CE-550	Citation II	9	30
CE-650	Citation III	4	15
CE-560	Citation V	16	56
Total		51	171
(Quarterly Billings $153,420,000)			
CHRISTEN INDUSTRIES			
• Single-Engine			
S-1T	Pitts	1	3
S-2B	Pitts	4	22
A-1	Husky	11	42
S-2S	Pitts	1	1
Total		17	68
(13 Domestic)			
(4 Export)			
(Quarterly Billings $1,252,000)			
AVION-MARCEL DASSAULT			
• Multi-Engine			
AD-My.10	Falcon	0	3
AD-My.200	Falcon	1	2
AD-My.50	Falcon	5	12
AD-My.900	Falcon	5	16
Total		11	33
DE HAVILLAND AIRCRAFT OF CANADA			
• Multi-Engine			
DHC-8	Series 100	9	41
DHC-8	Series 300	15	25
Total		24	66
EMBRAER			
• Single-Engine			
EMB-201A	Ipanema	12	27
EMB-711ST	Corisco II	0	4
EMB-712	Tupi	1	4
EMB-720	Minuano	6	17
• Multi-Engine			
EMB-110	Bandeirante	0	0
EMB-120	Brasilia	15	51
EMB-121	Xingu	0	0
EMB-810D	Seneca II	5	25
EMB-820		0	0
EMB-821	Carajah	0	1
Total		39	129
FAIRCHILD AIRCRAFT			
• Multi-Engine			
Merlin IV-C		0	0
Metro III		5	14
Expediter		0	0
Total		5	14
(Quarterly Billings $19,503,000)			
GULFSTREAM AEROSPACE			
• Multi-Engine			
G-IV	Gulfstream IV	7	34
Total		7	34
(Quarterly Billings $141,699,000)			
ISRAEL AIRCRAFT INDUSTRIES			
• Multi-Engine			
1125	Astra	2	9
Total		2	9
LAKE AIRCRAFT			
• Single-Engine			
LA-4-200EP		0	0
LA-250	Renegade	2	17
Total		2	17
LEARJET CORP.			
• Multi-Engine			
LR-31		4	13
LR-35A		1	7
LR-36A		1	1
LR-55C		1	4
Total		7	25
(Quarterly Billings $32,221,000)			

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		4th Quarter 90	Cal. Year
MAULE AIR INC.			
• Single-Engine			
M-5-180C		0	0
M-5-200		0	0
M-5-235C	Lunar Rocket	0	0
M-6-235		1	4
MX-7-180	Lunar Rocket	1	7
M7-235	Super Rocket	1	9
MX-7-235		0	3
MX-7-420		0	2
MXT-7-180		3	3
Total		6	28
(2 Export)			
(4 Domestic)			
(Quarterly Billings $427,503)			
MOONEY AIRCRAFT CORP.			
• Single-Engine			
M-20J	201 Lean Machine	20	63
M-20J	205	0	0
M-20K	231	0	0
M-20K	252	1	16
M-20L	PFM	0	7
M-20J	AT	0	0
M-20M	TLS	21	61
Total		42	147
(20 Export)			
(22 Domestic)			
PIAGGIO AMR-AVANTI			
• Multi-Engine			
P-180		1	1
Total		1	1

		4th Quarter 90	Cal. Year
PIPER AIRCRAFT CORP.			
• Single-Engine			
PA-18-150	Super Cub	11	17
PA-28-161	Warrior	2	9
PA-28-161	Cadet	6	19
PA-28-281	Archer II	2	6
PA-28-236	Dakota	0	1
PA-28R-201	Arrow IV	0	10
PA-28RT-201	Turbo Arrow IV	1	3
PA-32-301	Saratoga	0	19
PA-32R-301	Saratoga SP	0	3
PA-46-350P	Mirage	4	26
• Multi-Engine			
PA-34-220T	Seneca III	1	50
PA-42-720	Cheyenne IIIA	2	9
PA-42-1000	Cheyenne 400	0	2
PA-44-180	Seminole	0	4
Total		29	178
(11 Domestic)			
(18 Export)			
(Quarterly Billings $8,481,000)			
SHORT BROTHERS			
• Multi-Engine			
SD-3-30		•	•
SD-3-60		•	•
Total		•	•
SINGLE-ENGINE		247	912
MULTI-ENGINE		220	809
GRAND TOTAL		467	1,721

UNIT SHIPMENTS COMPARATIVE TREND: 21 MANUFACTURERS

	4th Quarter			Calendar Year to Date		
	1990	1989	1988	1990	1989	1988
Aerospatiale	54	26	42	204	121	97
American General	6	•	•	10	•	•
Beech	122	112	114	432	371	372
British Aerospace	29	42	35	108	118	102
Britten-Norman	8	2	7	19	9	15
Canadair	5	6	9	28	20	22
Cessna	51	64	45	171	183	161
Christen	17	19	•	68	75	•
Dassault	11	10	10	33	32	43
De Havilland	24	15	19	66	54	46
Embraer	39	44	32	129	142	84
Fairchild	5	4	17	14	13	29
Gulfstream	7	12	17	34	40	51
Israel	2	6	1	9	11	8
Lake	2	5	4	17	23	28
Learjet	7	10	10	25	25	23
Maule Air	6	8	7	28	35	55
Mooney	42	60	33	147	143	142
Piaggio	1	•	•	1	•	•
Piper	29	151	92	178	621	282
Shorts	•	•	•	•	•	7
Total	467	596	494	1,721	2,036	1,567

• Figures not available

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GAMA AIRCRAFT SHIPMENTS BY TYPE

	1989	1990	Change
Single-Engine Piston	1,023	608	-40.6%
Multi-Engine Piston	87	87	0%
Turboprop	268	281	+4.9%
Turbojet	157	168	+7.0%
Total	1,535	1,144	-25.5%

GAMA Charts

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1990 GAMA BILLINGS BY TYPE

	1989	1990
Single-Engine Piston	$ 104M	68M
Multi-Engine Piston	$ 24M	24M
Turboprop	$ 524M	$ 644M
Turbojet	$1,149M	$1,272M
Total	$1,804M	$2,008M

GAMA Charts

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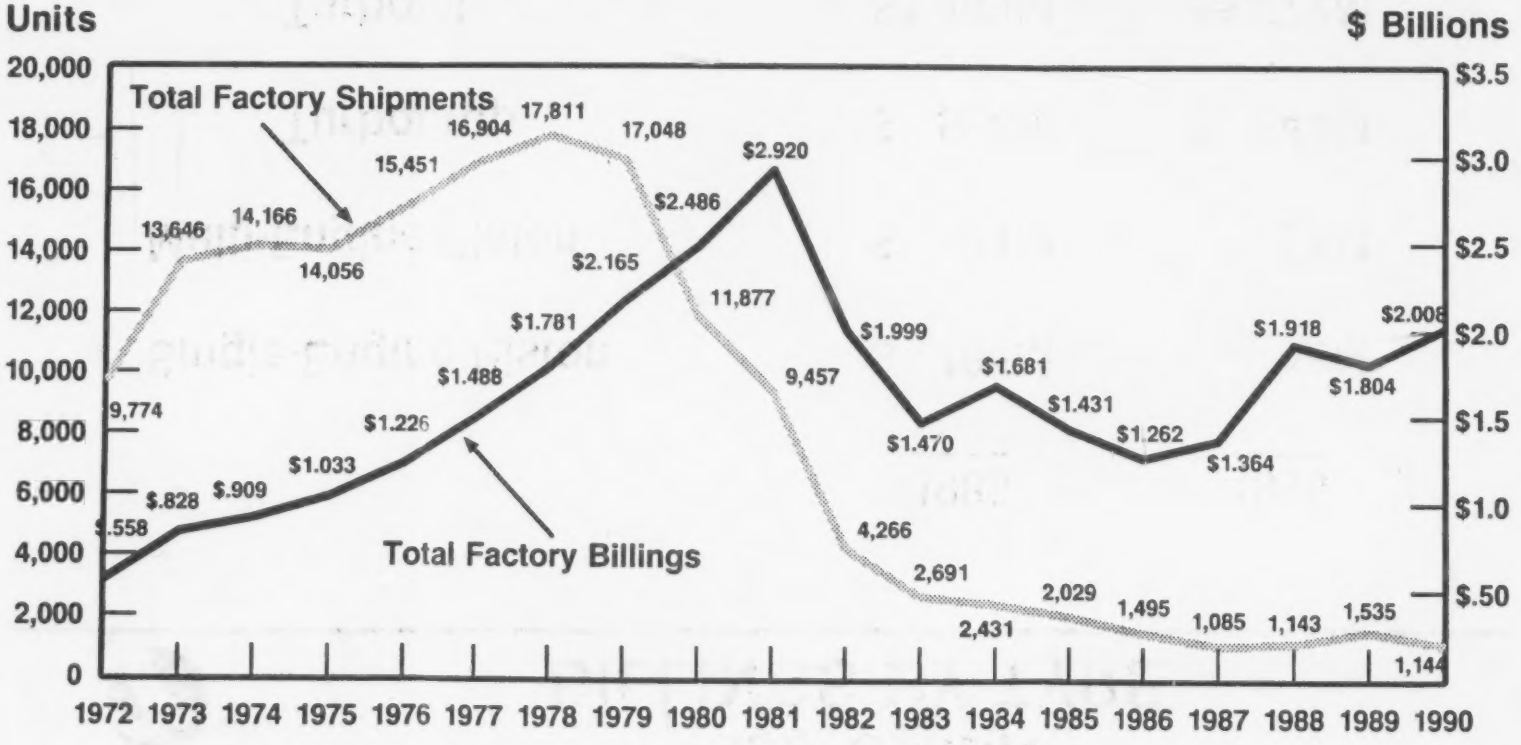
GAMA SHIPMENTS AND BILLINGS



GAMA Charts

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